

Deloitte Consulting LLC

A DoD-wide Blanket Purchase Agreement (BPA)¹ was established with Deloitte Consulting under the Enterprise Software Initiative for the purchase of COTS Systems Integration services. The attached document provides a general outline of Deloitte's BPA contract Attachment A – Tasks & Deliverable pricing² for transformation management services and deliverables for ordering period 2005. Please refer to Deloitte's contract Attachment A – Tasks & Deliverables pricing³ on the ESI website⁴ for specific details regarding the latest information on its services, deliverables pricing information and variables that impact pricing.

Deloitte's methodology for ERP package implementations is organized over five project phases. Transformation Management services and deliverables are included in Attachment A pricing documentation. Deloitte uses the terminology of 'organizational readiness versus 'transformation management'. Deloitte does not break out pricing by ERP vendor in its pricing table.

The table below (See Table 1) outlines transformation management deliverables by phase and by fixed price for BPA ordering period 11/01/2004 – 10/31/2005. However, variables that impact baseline price include number of end users, processes, reports, interfaces, command and go-live sites and extensions for an ERP implementation. Please refer to Attachment A – Tasks & Deliverables pricing⁵ for further details regarding variables that impact pricing, deliverable descriptions and pricing for additional BPA ordering periods.

Table 1 – Deloitte's Task Table

Ordering Period: 11/01/2004 - 10/31/2005					
PROJECT PHASES					
Deliverables	Plan & Analyze	Design	Build	Deliver	Operate
Project governance and organization chart	\$14,792.37				
Customer needs assessment	\$25,571.72				
Project team training approach	\$9791.12				
End user learning strategy and plan	\$6527.41				
Communication plan	\$16,318.54				
Organizational readiness assessment	\$16,318.54	\$28,797.87	\$51,399.38		
Organizational readiness review				\$40,312.95	
Organizational acceptance reports					\$30,002.30
Initial roles		\$37,028.16			
End user learning program design/materials/implementation plan		\$28,797.87	256,996.92	\$49,189.95	\$30,002.30
Program communications		\$43,196.80			
Training schedules			\$51,399.38		
Train the trainer training			\$77,099.07		
Trained and ready support organization				\$49,189.95	
Performance management framework/implementation		\$21,598.40	\$51,399.38	\$32,250.36	

References

¹ Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: <http://www.don-imit.navy.mil/esi/>

² Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/deloitte/deloitte.shtml

³ Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/deloitte/deloitte.shtml

⁴ Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: <http://www.don-imit.navy.mil/esi/>

⁵ Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from: http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/deloitte/deloitte.shtml